

Message Text

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PAGE 01 ALGIER 00709 031711Z

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ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-11 OPIC-12 EUR-25 XMB-07

CIAE-00 INR-10 NSAE-00 RSC-01 SS-20 PA-04 PRS-01

USIA-15 OMB-01 TRSE-00 SP-03 NEA-10 FRB-02 CEA-02

CIEP-02 DRC-01 AID-20 (ISO) W
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FM USINT ALGIERS

TO SECSTATE WASHDC 0327

INFO AMEMBASSY BONN

LIMITED OFFICIAL USE ALGIERS 0709

E.O. 11652: N/A

TAGS: BEXP, AG

SUBJ: GTE ELECTRONICS PROJECT IN ALGIERS

REF: STATE 042731 (NOTAL)

1. GTE STILL STRIVING TO NEGOTIATE CONSTRUCTION OF LARGE HOME ELECTRONICS FACTORY FOR ALGERIAN NATIONAL COMPANY--SONELEC. GROUP OF 14 GTE NEGOTIATORS HERE TWO WEEKS AGO FAILED TO REACH ACCORD BECAUSE, GTE OFFICIAL SAYS, OF LACK OF FINANCING PACKAGE. OTHER CONTRACT CLAUSES ALSO NOT FINAL, BUT PROPOSALS ARE NOW CLOSE TO READY FOR DECISION. GTE GROUP SCHEDULED TO BE BACK IN ALGIERS APRIL 22.

2. COMPETITION COMES FROM A GERMAN COMPANY S.E.L., STANDARD ELECTRIC LORENZ, WHICH IN TURN IS PART OF ITT. S.E.L. HAS NOT TO DATE BEEN ABLE TO OBTAIN GERMAN HERMES EXPORT GUARANTEE; HOWEVER, IT HAS PRODUCED ATTRACTIVE PROPOSAL VERY RAPIDLY COMPARED TO GTE. GTE BELIEVES FINANCING NOW CRITICAL DIFFERENCE BETWEEN TWO PROPOSALS. WITH EXIM FINANCING GTE BELIEVES IT CAN WIN CONTRACT, SO IT WILL BE PRESSING TO HAVE FINANCIAL PACKAGE FOR MEETING BEGINNING APRIL 22. DESPITE INCREASED GOA OIL REVENUE,
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EXIM FINANCING IS STILL MAJOR CONSIDERATION IN GOA CHOICE OF

CONTRACTORS.

3. STRONG ALGERIAN TRADE MISSION IS IN GERMANY NOW. THERE IS
EXPECTATION THAT NEW GERMAN LOANS FOR ALGERIAN DEVELOPMENT WILL BE
ANNOUNCED AT TIME OF BRANDT'S VISIT TO ALGIERS ON APRIL 19.

LA REPUBLIQUE OF ORAN OF APRIL 2 REFERS TO POSSIBLE \$30 MILLION
FINANCING OF LNG PORT NEAR ARZEW-BETHIOUS PORT PROJECT.
ARTICLE SAYS WORLD BANK AND ARAB DEVELOPMENT WOULD EQUALLY
PARTICIPATE IN PROJECT ESTIMATED AT ABOUT \$250 MILLION. U.S.
FIRM RALPH PARSONS HAS JUST INITIALED CONTRACT TO DO ENGINEERING
FOR PORT.
SIMPSON

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